

Baldwin County Residential Real Estate: Annual Trends Report

Market Indicators

Annual Trends

Infographs

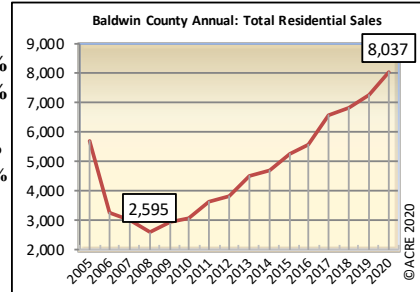
Total Residential Sales

Baldwin County residential sales for the year of 2020 totaled 8,037 units, representing an increase of 804 transactions when compared to 7,233 units that were sold in the year of 2019.

Last Year

vs. Previous Year
vs. 5-Yr Avg
vs. Peak
vs. Trough

2020	8,037	
2019	7,233	11.1%
15-'19	6,288	27.8%
2020	8,037	0.0%
2008	2,595	209.7%



Graph: 2005-2020
(Per Annum)

ACRE Commentary

"Compared to historical data, annual sales are 16.8% above the 3-year annual average and 27.8% above the 5-year annual average."

Historical Home Sales

2019	7,233
2018	6,845
2017	6,562
2016	5,571
2015	5,230
5- Year Avg:	6,288
3- Year Avg:	6,880

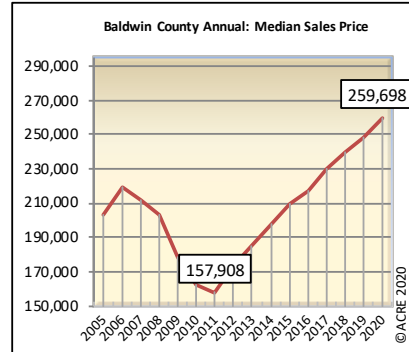
Median Sales Price

The median sales price in Baldwin County for the year of 2020 was \$259,698 a 4.8% increase from the year of 2019's median sales price of \$247,914.

Last Year

vs. Previous Year
vs. 5-Yr Avg

2020	259,698	
2019	247,914	4.8%
15-'19	228,765	13.5%



Graph: 2005-2020
(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the annual median price is 8.7% above the 3-year annual average and 13.5% above the 5-year annual average."

Historical Median Selling Price

2019	247,914
2018	239,278
2017	229,645
2016	217,402
2015	209,584
5- Year Avg:	228,765
3- Year Avg:	238,946

Median Peak
Trough

2020	259,698	0.0%
2011	157,908	64.5%



Market Indicators

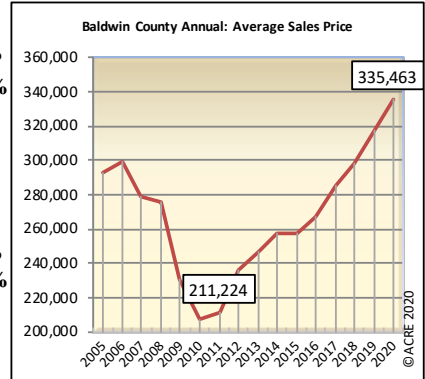
Annual Trends

Average Sales Prices

The average sales price in Baldwin County for the year of 2020 was \$335,463, a 5.6% increase from the year of 2019's average sales price of \$317,583.

Last Year	2020	335,463	
vs. Previous Year	2019	317,583	5.6%
vs. 5-Yr Avg	15-'19	285,420	17.5%

Average Peak	2020	335,463	0.0%
Trough	2011	211,224	58.8%



Graph: 2005-2020
(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the annual average price is 11.6% above the 3-year annual average and 17.5% above the 5-year annual average."

Historical Average Selling Price

2019	317,583
2018	298,648
2017	285,789
2016	267,304
2015	257,778

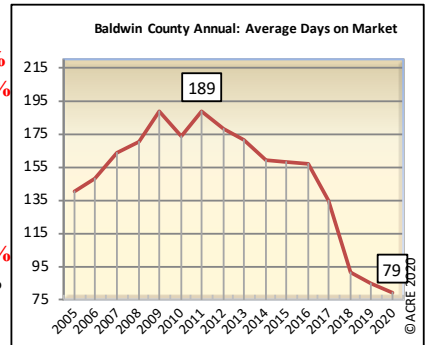
5-Year Avg:	285,420
3-Year Avg:	300,673

Days on Market (DOM)

The average number of days on the market in the year of 2020 was 79, representing a decrease of 7.0% from 85 days on market in the year of 2019.

Last Year	2020	79	
vs. Previous Year	2019	85	-7.0%
vs. 5-Yr Avg	15-'19	125	-36.8%

DOM Peak	2011	189	-58.2%
Trough	2020	79	0.1%



Graph: 2005-2020
(Per Annum)

ACRE Commentary

"The 5-year DOM average ('15-'19) for the year is 125 days, 46 days higher than current results. Compared to historical data to the right, the annual DOM is 36.8% below the 5-year annual average, and 23.3% below the 3-year average."

Historical Average DOM

2019	85
2018	91
2017	134
2016	157
2015	158

5-Year Avg:	125
3-Year Avg:	103



Market Indicators

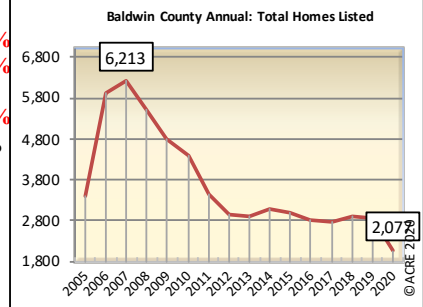
Annual Trends

Infographs

Homes Listed for Sale

Baldwin County's average number of residential units available for sale in the year of 2020 decreased by **793 units**, when compared to the year of 2019.

Last Year	2020	2,077	
vs. Previous Year	2019	2,864	-27.5%
vs. 5-Yr Avg	15-'19	2,844	-27.0%
Inventory Peak	2007	6,213	-66.6%
Trough	2020	2,077	0.3%



Graph: 2005-2020
(Per Annum)

ACRE Commentary

"The 5-year inventory average ('15-'19) is 2,875 units, 802 units higher than current results. Compared to historical data to the right, the number of homes listed for sale are 27.8% below the 5-year annual average, and 27.1% above the 3-year annual average."

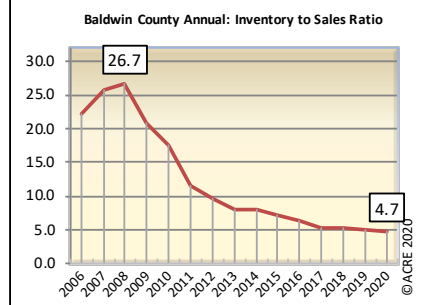
Historical Total Homes Listed

2019	2,864
2018	2,904
2017	2,782
2016	2,828
2015	2,998
5-Year Avg:	2,875
3-Year Avg:	2,850

Inventory-to-Sales Ratio

Definition: The inventory for sale divided by the current annual sales volume equals the number of months of supply (Market considered to be in balance at approximately 6 months).

Last Year	2020	4.7	
vs. Previous Year	2019	4.9	-4.0%
vs. 5-Yr Avg	15-'19	5.8	-18.1%
I/S Ratio Peak	2008	26.7	-82.3%
Trough	2020	4.7	0.4%



Graph: 2005-2020
(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the annual supply is 12.5% below the 3-year annual average and 9.6% below the 5-year annual average."

Historical I/S Ratio

2019	4.9
2018	5.3
2017	5.3
2016	6.2
2015	7.1
5-Year Avg:	5.8
3-Year Avg:	5.2

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